

## COMMUNITY PARTNERS HELP SECURE ALMOST-LOST FUNDING

**ABOUT TENOWO LINCOLNTON, INC.** Tenowo, Inc., produces nonwoven technical fabric for automotive and industrial uses at its facility in Lincolnton, North Carolina. The company's corporate headquarters are based in Germany, and Tenowo originally specialized in woven and pocket lining materials for the apparel industry. Industry demand for technical textile products prompted Tenowo to expand its product range, which now includes hood liners and cargo trays for the automotive industry, and filtration materials and building applications for industrial use. Tenowo has expanded four times since 2009, and currently has around one hundred employees. The company was recognized as an Industry of the Year in Lincoln County for both 2009 and 2016.

**THE CHALLENGE.** Tenowo is committed to workforce development, and relies on support from numerous community partners, including the Lincoln County Economic Development Association (LEDA), the Economic Development Partnership of North Carolina (EDPNC), and the North Carolina Manufacturing Extension Partnership (NC MEP), part of the MEP National Network™. The sudden illness and departure of the company president resulted in an administrative error that required outside assistance to resolve. Although the company had submitted all the necessary paperwork to the Department of Commerce for a One NC incentive grant, it neglected to make the actual check request.

**MEP CENTER'S ROLE.** An Existing Industry Representative from LEDA contacted EDPNC for assistance, and an EDPNC Regional Industry Manager agreed to advocate on behalf of Tenowo to reopen the case for the One NC incentive grant. Regional Industry Managers provide regional economic development direction, collaboration and referral services, and training and planning support to businesses within a particular region. The Department of Commerce reopened Tenowo's One NC case, and the company obtained the funding it needed to hire more employees and invest in new products, processes, and equipment.

In an important addition, Tenowo's corporate headquarters in Germany are looking favorably toward future expansions at the Lincoln County facility. It is now a test facility for the launch of new products into the United States market. If the test phase is successful, Lincoln County operations will have the opportunity to compete with Germany for additional production capacity of these products.

**"Reopening the One NC case not only helped Tenowo receive the money to pay for growth, but also hire 22 new employees."**

-Roge Boschung, Director of Finance, Tenowo Inc.

## RESULTS



Created **22** jobs, retained 20



Invested **\$250,000** in new products & processes



Invested **\$2.5** million in plant & equipment

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